

## Wanted: Dynamic Entrepreneurs

The City of Bristol is preparing to launch a business plan competition aimed at attracting innovative startup companies. In the coming months, *StartUP Bristol* will invite the area's most talented entrepreneurs to apply for grant awards to grow their businesses right here in the Mum City.

City officials expect this pilot project to have far-reaching economic benefits:

First, *StartUP Bristol* presents an opportunity to seed dynamic companies that will choose Bristol as their long-term home. Simply put: Bristol seeks to build long-term relationships with great companies.

Second, *StartUP Bristol* is designed to diversify Bristol's economic base: the City's manufacturing sector is growing, ESPN has never been stronger, and Route 6 retail is firing on all cylinders. Yet, Bristol is not considered a hot-bed for Internet-based firms, biotech companies, and other niche businesses that this program is designed to attract.

Third, *StartUP Bristol* holds the potential for creating tax revenue and long-term jobs for City residents.

Fourth, *StartUP Bristol* is putting the state's business community on notice: Bristol is thinking outside of the box to strengthen its business landscape.

As part of the project, the City is working with Connecticut Innovations (CI), the leading source of financing and ongoing support for Connecticut's innovative, growing companies. CI has experience conducting similar business plan competitions, with access to the venture capital investment community. With CI's assistance, Bristol will ensure that *StartUP Bristol* reaches deep into the State's thriving startup community, ensuring a robust applicant pool and the potential for outside investor interest.

"Bristol is taking an important first step towards positioning itself as a leader in the region when it comes to attracting and supporting high-potential, early stage companies," says Eric St. Pierre, a Bristol resident and co-founder of PartsTech, an innovative online platform that helps mechanics save time and money by simplifying the auto parts ordering process.

**HOW TO APPLY  
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*If you're a growing, dynamic company looking for a home, you should talk with Bristol first.*

In addition to assistance from CI, Mayor Ken Cockayne recently appointed several local entrepreneurs to serve on the *StartUP Bristol* Task Force. What makes this group unique is that each member is an experienced entrepreneur in his or her own right. These folks have done it before: landed venture capital, run successful retail operations for decades, captured online audiences, and much more.

"I'm so excited about being a part of *StartUP Bristol* because it serves as a flame to start the fire of economic development in Bristol," explains Kathy Faber, owner of Kathy Faber Designs, one of the City's most successful high-end retailers. "The program is an opportunity to add to the City's core group of successful independent businesses."

Adam von Gootkin is a local resident and the owner of Onyx Spirits Company, which produces the popular Onyx Moonshine family of ultra-premium moonshine. Von Gootkin jumped at the chance to join the *StartUP Bristol* Task Force. "The City is sending a clear message to entrepreneurs of all skill levels, ages, and backgrounds that we welcome innovation and creation in Bristol," he says. "Those qualities will help build the future that residents envision for Bristol, as well as an employment base for the future."

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## DIRECTOR'S NOTE

### Bristol's First-Round Draft Pick

The National Football League's NFL Draft descended on the sports world last month. Over the years, the "Draft" has grown from a small gathering of NFL owners recruiting college players to a multi-day spectacle with endless media coverage, millions of followers, and most likely its own mascot. The reason, of course, is that the Draft offers NFL teams the opportunity to hire the next star: the next J.J. Watt or the next Marshawn Lynch. Today an awkward rookie, tomorrow the Super Bowl MVP!



This issue's cover story highlights the *StartUP Bristol* program: what might be considered the City's "Business Draft" to recruit the next Yarde Metals or the next ESPN. However, as the New York Jets learn each year, drafting a guaranteed star is no easy task. That's why Bristol is teaming up with some of the brightest lights in the startup world, including Connecticut Innovations and a dynamic group of local entrepreneurs that comprise the *StartUP Bristol* Task Force. These folks, with help from the Bristol Development Authority, just might bring Bristol the star company it's been waiting for.

Also featured this quarter is a story by Dawn Leger highlighting the growing number of Hispanic entrepreneurs thriving in Bristol, from a young beauty salon proprietor, to the owner of one of the City's finest manufacturing companies, to the head of a full-service grocery store. Also, Kristen Gorski, the BDA's new jack of all trades, highlights renewable energy incentives for homeowners and business owners alike. Other news includes Tunxis@Bristol celebrating an important milestone, a highlight of available restaurant space, and the BDA's John Neveu discussing the complicated art of spring cleaning.

A handwritten signature in black ink, reading "Justin Malley".

Justin Malley  
Director, Bristol Development Authority

### Diversity in Bristol's Business Community

*Business Week* Magazine noted recently that Hispanic entrepreneurs are 27% more likely to start a business than European-Americans. In the past 10 years, the revenue from these businesses has doubled, generating almost \$500 billion annually. Hispanic entrepreneurs are making great strides opening and growing businesses in Bristol.

Many of the "Hispanic-owned" businesses have been here for quite a while, and many are new. The multimillion dollar Springfield Spring Company, owned by Norm Rodriques, is certified minority-owned, which enables it to market products to large corporations who need to satisfy the diversity requirements of the Federal government for suppliers. "A customer asked me to get certified – I initially did it to help him out," Rodriques says. "When I looked into it, I realized what kind of doors this opened for my business. My heritage has offered me an opportunity to get a big advantage in the marketplace."



Norm Rodriques

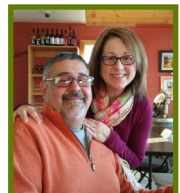
"We make a great product here. And with this certification, we are able to market our products to major corporations such as United Technologies because they need to have diversity in

their procurement spending," Rodriques says. "For 20 years, I have been able to provide good jobs to people in the community and share my good fortune with them."

There is a wide variety of experience and culture represented by the Hispanic and Latino community doing business in Bristol. Even the designation Hispanic does not "fit" everyone, as restaurateur Victor Lugo points out.

"We don't all come from the same place, or fit in the same box, and that's what makes America great," he says. Born in Puerto Rico, Lugo is Latino, but "American first," and says that he is in awe of the immigrants who come to this country in pursuit of a better opportunity. "They have taken a different path in life than I have," Lugo says. "My challenge was to manifest the opportunity that was available to me, to say, 'I can do anything if I apply myself and work hard.' In America, every person can choose their own path."

As the owner of Barley Vine, a gastropub on Main Street that has attracted national attention since its opening three years ago, Victor and his wife Terri have been very supportive of other businesses in down-



Victor &  
Terri Lugo

# Diversity in Bristol's Business Community

town Bristol. "We need to support and empower others to achieve their dreams, and embrace the differences that make us unique," he says. Pointing out that Bristol has a long history of being a cultural mosaic, Victor suggests that welcoming different ethnic groups to join the community is part of being an American.

## 'Trumpeting' the American Dream

A few doors away on Main Street, Freddy Sinchi is a bundle of energy who loves the City he has made a home since moving here from New York City eight years ago, after emigrating from Ecuador. Sinchi followed his sister to Bristol and has watched an influx of his countrymen move into the City in recent years. The T Salon, a full service hair and nail salon, has been open for five years, and his next business opened in mid-May at 245 Main Street, the Felicidad Café House.

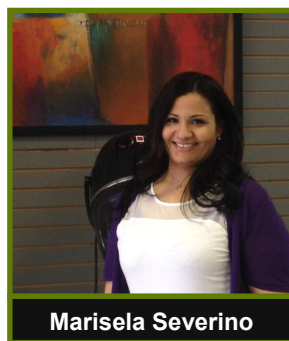


"We left Ecuador to make a better life for our families," Sinchi says. "We came here because of the opportunities for everyone. I made a salon first, and I have my family working here. I am a musician, and I love to play the trumpet and make music so that people can

dance and enjoy themselves, so that is my next business. I named it 'Happiness' Café, because I want everyone to be happy and enjoy their life."

If you take the time to ask, you might find that the gumption it takes to pack up your life and move to another country is usually motivated by the belief that opportunity for a better life is here, in America. Freddy is not only working at making his businesses a success, he is coaching students (including his nephews) in swimming – another passion of his – and teaching music and dance to anyone who wants to learn. He offered his band to play a concert in the park, and hopes to inspire people in Bristol to have more fun and enjoy life.

Marisela Severino recently opened Joamar Hair Salon on West Street, hoping to serve both men and women's hair care needs. Coming to Bristol from the Dominican Republic by way of the Bronx and Waterbury, Marisela is very happy to be living here so that her daughter can attend good schools. Her nephews have already made a mark on the Bristol sports scene. "People in Bristol are very welcoming – it's a nice, easy-going and low-stress city," she says.



Marisela attended community college in New York to learn about business management and recently acquired her cosmetology license, with a specialty in hair extensions and blowouts. Most important to her is the ability to own her own business and be independent. "I always wanted to manage my business and deal with clients, and I love doing hair," she says. The chic décor of the West End shop demonstrates Marisela's pride and excitement in her new establishment. "I will give the best to my customers," she says. "This City has welcomed me, and I am very happy to be here."

## Spice up your Life

A newcomer to the Bristol area, Genesis Alfonso is the owner of the new Associated Grocery store on Memorial Boulevard. Genesis is from the New York area (originally from the Dominican Republic) and hopes to bring a successful grocery operation to the downtown Bristol community. "We're known for our fresh produce and competitive pricing," she says, along with a wide variety of international foods that will cater to Spanish, Indian, and Asian palates. "We want to have something for the whole community."

Because Associated purchases its produce directly from the vendors without using a middleman, Genesis is able to offer very fresh fruits and vegetables at low prices. "This is our specialty, and people appreciate the advantage of direct purchasing because it brings the best produce to them," she says. Residents of Bristol's downtown area will surely enjoy the new store, and those low prices and wide variety will be attractive to others as well.

El Sazón de Mamá is quietly drawing a crowd to the junction of Oakland Street and Farmington Avenue. Jessica Custodio's family restaurant on Route 6 has been in business over a year, and it is growing in popularity with a mix of Hispanic and non-Hispanic clients on most nights. The Dominican chef is serving up a combination of Hispanic and Caribbean foods six days a week. Jessica moved her busy restaurant from New Britain to Bristol after friends complained to her that there was "nothing like it in Bristol."



"So I came here, and everyone welcomed us. The customers are happy, and we are very happy here," Custodio says. "All the food is prepared fresh daily, and all the leftovers are taken home every night for my family to eat," she says. Jessica was trained in culinary arts at the Lincoln Institute, and she is the chef as well as the owner of El Sazón. Her employees include a brother and nephew, and she hopes to bring her mom to town soon as well.

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# Wanted: Dynamic Entrepreneurs

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## The Details

For the purposes of this project, a startup business is defined as a company that is in the initial stages of operation (less than three years in business) with the intent of growing in the near future. Startups may (A) be currently operating in Bristol, (B) be operating outside of Bristol but willing to relocate to Bristol following award, or (C) be in the concept stage with no formal operations, but must commit to locating in Bristol following award and legal business formation.

The total funding available for grant awards is roughly \$50,000. Of this, the City expects to grant a small number of awards, with no individual award greater than \$30,000. Grant funds may be used for a variety of expenses, from lease payments, to inventory purchases, to marketing expenses. As part of the application process, business owners will be asked to explain, in detail, how they intend to use grant funds and how said funds will be tracked.



*StartUP Bristol* will feature a multi-stage application process. For Round 1, applicants complete a straightforward “Executive Sum-

mary” form. Based on Round 1 submissions, a select number of applicants will be invited to move on to Round 2, which includes completing a detailed business plan and other information. Finally, a small number of applicant(s) will be tasked with providing live business plan presentation(s) to the Task Force and, potentially, to private investors.

## Anatomy of a Competitive Application

So what is the *StartUP Bristol* Task Force looking for in a quality company? Truthfully, there is no simple answer, as different industries require unique business qualities. But, there are certain elements necessary for any successful for-profit venture, regardless of business type.



“It’s important that applicants demonstrate a strong potential for profit,” advises Eric Orschel, Task Force member and owner of Fast Axle LLC on Broad Street. “Just like a private equity investor, it only makes sense for the City to invest when a return is imminent. In our case, the ‘return’ is a successful company thriving in Bristol for years to come.”

In addition to profit potential, the Task Force will evaluate applicants using several criteria, including but not limited to: (1) Business ownership experience, (2) Business subject knowledge, (3) Credit history, (4) Private investment obtained, (5) Strength of staff and advisors, (6) Woman/minority/veteran-owned, (7) Potential employment opportunities, and more. In addition to these basic criteria, the Task Force encourages certain types of businesses to commit to locating downtown, including traditional office-based businesses, research and development outfits, eateries, and other retail.

“Think about the basic elements of a business: finance, marketing, sales, operations, legal, etc.,” notes St. Pierre. “A well-crafted submission should at least touch on these items. Above all, make sure your value proposition to the customer is clear, and please explain how you make money.”

Von Gootkin goes a step further to remind applicants that this is a Bristol competition, so demonstrating how a business would perform in this community is key. “...Express clearly the benefits of locating a particular company in Bristol. Is there an unfilled demand in the community that you can fill?”

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## When – and How – Do I Apply to *StartUP Bristol*?

The City plans to launch *StartUP Bristol* this summer. If you’re an entrepreneur interested in applying, please stay tuned for announcements on the City of Bristol’s website at [www.bristolct.gov](http://www.bristolct.gov). You can also email [bda@bristolct.gov](mailto:bda@bristolct.gov) or call 860-584-6185 to be placed on a contact list. You’ll be notified when it is time to apply!

**HOW TO APPLY**

# Saving Money by Switching to Renewable Energy

Whether you are a Bristol homeowner or business owner, a variety of incentives are available to make the switch to renewable energy.

Renewable energy is increasingly being harnessed across the state due to the many benefits and savings it provides to residents, businesses, and the community. Renewable energy is provided by natural, clean sources such as solar, wind, water, and natural gas versus traditional non-renewable fossil fuels.

Solar energy uses the sun's energy and light to provide heat, hot water, light, and electricity. There are a growing number



of local companies providing energy saving services, such as the Bristol-based company **31 Solar**, whose owners can help determine if solar power is right for you and provide you with a

no-pressure evaluation and cost estimate. Their staff will also explain how they can get you grant money and/or loans for installing solar on your home.

"Many people shun the concept of solar because they mistakenly believe that it is too expensive and that it requires a huge capital investment. Today, however, some companies are installing solar energy systems for consumers at no cost and that can translate to incredible savings," says Dana Fusco, a local Independent Associate at Viridian, an alternative energy company based in Stamford. "Not only can choosing solar for your energy needs help you do your part in reducing the carbon footprint in your community, it can save you thousands of dollars in energy costs. With energy costs constantly on the rise, solar allows you to avoid rate hikes forever."

## Incentives Abound

Not sure if renewable energy is the right fit for you? Energize Connecticut is a useful Internet portal providing residents and businesses with



information on how to save energy and money, and access to programs and incentives that are available for those who choose to make the switch to renewable energy. The following are just a few options you can learn about that are currently available in our area:

### Residents

- **Residential Solar Investment Program:** This program can help residents purchase or lease a solar photovoltaic (PV) system with little to no upfront cost. PV systems are proven to reduce electricity costs. This program is open to eligible 1-4 family owner-occupied residential properties in the Eversource or UI (The United Illuminating Company) service territories.

- **High Efficiency Natural Gas Hot Water Rebates:** A standard storage tank water heater constantly consumes energy to keep the water in the tank warm, costing you additional money to heat the water even when you're not using it. A tankless natural gas water heater, however, gives you hot water without an energy-consuming storage tank. This can reduce your water heating costs up to 30%. This program provides rebates up to \$500 for installing ENERGY STAR-certified tankless natural gas heaters, and is available for CNG (Connecticut Natural Gas Corp.), SCG (Southern Connecticut Gas) and Eversource residential customers.

### Businesses

- **The C-PACE (Commercial Property Assessed Clean Energy) Program:** This program allows building owners access to affordable, long-term financing for qualifying clean energy upgrades through placing a voluntary assessment on their property tax bill. Business owners benefit from lower energy costs, also reducing electricity demand for the community.



- **Small Business Energy Advantage Program:** A utility-authorized contractor will advise your business on energy-saving strategies and technologies specific to your type of business that will deliver the greatest savings at the least cost to you. This program is available to commercial and industrial Eversource and UI customers. For natural gas, it is available to CNG, SCG and Eversource customers.

Fusco says, "Every three minutes, someone in the United States is converting to solar energy." Will your home or business be next? ♦

For more information on alternative energy for your home or business, contact Dana Fusco at Viridian by calling 860.299.4469 or visiting [www.gosolarwithviridian.com/Green\\_Dynasty](http://www.gosolarwithviridian.com/Green_Dynasty). Or, contact Dave Johnston at 31 Solar by calling 860.585.4335 or visiting [www.31solar.com](http://www.31solar.com). You can also check out Energize Connecticut at [www.energizect.com](http://www.energizect.com), and the C-PACE Program at [www.c-pace.com](http://www.c-pace.com).





## AROUND BRISTOL

### ACTIVITY AT THE NORTH SIDE



New business opens on North Main Street



A new CVS will be opening on North Street near North Main Street



Flower pots along Main Street



New plantings at West End intersection



The annual flower plantings in front of Nuchie's

### PLANTINGS ARE UNDERWAY!



Try out this new Japanese restaurant on Route 6



Preparations are underway at the corner of North Main and Riverside Avenue to create an amphitheatre for summer events



This historic building at 255 Main Street has undergone extensive renovations and has office /retail space for rent



Sports Clips opens new location



The new GMN USA factory building is well on its way—bringing another business and jobs to Bristol

### NEW BUSINESSES AND UPGRADES BREATHE NEW LIFE INTO THE CITY

## Workforce Training Helps Companies, Workers Alike

If you are an employer looking to offset your hiring and training costs, two local organizations are available to help.

Capital Workforce Partners (CWP) is a Hartford-based organization providing programs and incentives for businesses located in North Central Connecticut. They coordinate programs and initiatives to develop a skilled, educated, and vital workforce.



CWP recently announced the Reemployment Alliance for Careers in Health (or REACH) partnership, which was founded on the understanding of new talent demands in the healthcare sector, and the difficulties that employers face in finding the most qualified job seekers.

To help offset your training costs, employers can receive up to \$20,000 in wage reimbursements while training new employees, and additional funds to support other professional development activities. REACH coordinators can provide customized recruitment support and access to a large pool of trained job seekers.

"IT companies that work with healthcare providers or insurance companies can certainly benefit from this program," says Mohamed Chaouki, REACH program coordinator at CWP. "My goal is to assist small IT businesses, since those are the ones that could benefit from this wage reimbursement program."

The REACH Program's project team is committed to helping healthcare providers and related employers train their existing and incoming workforces. Their goal is to train over 300 nurses, healthcare IT professionals, and medical coders over the next four years.

Another active group is New Haven-based Workforce Alliance, a policy and oversight organization responsible for



creating a comprehensive, community-wide response to challenges of building a highly skilled workforce. Through the coordination and administration of a variety of employment and training initiatives, they have prepared thousands of individuals for jobs and have assisted numerous employers with training.

One very successful program is On-the-Job Training (OJT), where you hire, you train and they pay - that way your employees will be trained for your specific work requirements on less of your company's dime. "Workforce Alliance is a tremendous resource. On-the-Job Training is a win-win for both the employer and the employee as our customers become more demanding. As we seek creative ways to develop a competitive edge, this program gives us the opportunity to do just that," says John DePuma, COO at Milford Fabricating, a company utilizing employment solutions provided by Workforce Alliance.

The huge incentive for using this program is that Workforce Alliance will reimburse 50-75% of an employee's monthly salary during OJT. Training periods average 14 weeks and payment is made directly to the employers. This saves the employers money and gives employees the necessary skills they need to succeed.



All referred candidates are screened for relevant education or employment background in the areas of information technology, engineering, or advanced manufacturing. Companies can also refer candidates, and Workforce Alliance will determine if they meet the OJT Program requirements. ♦

For more information on Capital Workforce Partners, contact Mohamed Chaouki by phone: 860-899-3523 or email: [Mchaouki@capitalworkforce.org](mailto:Mchaouki@capitalworkforce.org). You can also visit [www.capitalworkforce.org](http://www.capitalworkforce.org).

For more information on Workforce Alliance, contact Steve Johnson by phone: 203-867-4030 x233 or email: [sjohnson@workforcealliance.biz](mailto:sjohnson@workforcealliance.biz), or Vicki Gelpke by phone: 203-867-4030 x267 or email: [vgelpke@workforcealliance.biz](mailto:vgelpke@workforcealliance.biz). You can also visit [www.workforcealliance.biz](http://www.workforcealliance.biz).



Contact BDA today to learn about

- ♦ Opening a business in Bristol
  - ♦ Incentives
  - ♦ Expanding your business
  - ♦ And More
- 860-584-6185 or [www.bristolct.gov/BDA](http://www.bristolct.gov/BDA)



# Wanted: Dynamic Entrepreneurs

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## Investing Wisely

"Investing in startup businesses can be risky, there's no argument there," explains Mike Zammett, owner and operator of Zcience Solutions LLC and *StartUP Bristol* Task Force member. "We're not interested in 'gambling' with taxpayer money. Rather, we will work extremely hard and carefully to invest wisely, with the ultimate return of a successful company growing long-term in Bristol."

To help counter certain risks, the City is putting in place stipulations to protect taxpayer funds. For example, companies will be required to remain in Bristol for a minimum of three years following grant award. If the company shuts its doors or skips town, it must repay the grant amount. Also,

companies and, in some cases, individual entrepreneurs will be asked to submit credit information to satisfy credit requirements.

Faber agrees, noting that a grant from this competition should be considered similar to a financial commitment from a private debt or equity source: "No matter how promising a business is, it will have difficulty obtaining funding if the business or business owner has poor credit or has been irresponsible with money in the past."

If you're interested in applying or want to learn more about *StartUP Bristol*, email [BDA@bristolct.gov](mailto:BDA@bristolct.gov) or call 860-584-6185. ♦

## Tunxis@Bristol Celebrates 15th Anniversary

By Marcy Cain

**T**unxis@Bristol, the Tunxis Community College training facility located in downtown Bristol, will mark its 15th anniversary this December. The 8,400 square foot space includes two large classrooms, a computer lab, and executive-style conference room. Since opening its doors in 2000, more than 50,000 people have attended workshops, seminars, webinars, conferences, and meetings at Tunxis@Bristol.



The North Main Street location was designed with workforce development in mind. Tunxis@Bristol serves a wide variety of business and organizational needs with our programs. We work with area employers to develop and deliver custom-

ized training programs that are offered at our Bristol facility, the Farmington campus, and also at our customers' locations. Area manufacturing companies, municipalities, financial institutions, and hospitals are among those who have partnered with us to provide on-site training to employees.

"We are the largest provider of low-voltage electrician training in the state," says Victor Mitchell, Director of Workforce Development and Business and Industry Services at Tunxis Community College. "We started this program ten years ago, and today we serve more than 1,100 low-voltage electricians a year." Licensed low-voltage electricians are required by law to recertify their training once a year. Tunxis@Bristol offers a 4-hour course that completes this requirement.

In addition to continuing education training for electricians, Tunxis@Bristol offers OSHA 10 and OSHA 30 training for the construction industry. In June, the College will offer this training in Spanish, which is a first in the state.

Tunxis@Bristol is also teaming up with Bristol Hospital EMS, LLC to develop Spanish language workshops for first responders. An 18-hour course on Spanish for Emergency

Medical and Healthcare Professionals is planned for the fall, and will be the first offering of its kind for Tunxis Community College. EMT-Basic and EMT-Basic refresher training is already offered at the Bristol location several times a year. The need for Spanish language proficiency among first responders and medical professionals continues to grow.

Tunxis@Bristol also offers a rich array of professional development and training classes for state employees and the general public. Topics include workshops on collaborative negotiation, effective business writing, social media marketing, Microsoft Excel, and cloud computing.

One of the College's longest-running programs is a 15-hour course on government accounting. The 5-week course is aimed at accounting, auditing, and financial professionals in state and municipal government. Offered annually, the workshop is filled to capacity.

For those who want to pursue non-financial interests, Tunxis@Bristol has developed a name for itself among photography fans. There are nine separate workshops throughout the year that range from understanding your digital camera to spending two days in the field at a digital photography boot camp.

In 2014, Tunxis@Bristol started a series of affordable non-credit workshops called *Bend in the River*, for those who love to learn and experience new challenges. Music Appreciation, Mindfulness Meditation, and International Film are among the offerings. The courses are designed for intellectual stimulation and personal enrichment.

"Our goal is to provide affordable, accessible, and flexible opportunities to learn and enhance your personal and professional lives," adds Mitchell. "We are committed to doing everything we can to meet the ever-changing needs of our community." ♦

*Marcy Cain is a Business and Industry Associate at Tunxis Community College's Workforce Development & Continuing Education Division.*



## REAL ESTATE CORNER

### For Sale



#### **134 Main Street**

Contact: David Bobowski at 860-231-2600

This multi-tenant retail building features 6,850 square feet located in the downtown business district. Four separate tenant spaces are included. The building is fully occupied and would be **eligible for the BDA's Downtown/West End Façade Improvement Program.**

#### **26 Lewis Street**

Contact: O.V. Snow at 860-589-5492

This is a rare example of a smaller industrial building available for sale in Bristol. Set on roughly 1/3 acre, the 4,000-square-foot property contains overhead doors and parking in the rear of the building. Two small offices complement a large, open workspace. **This property may be eligible for the Mayor's Economic Development Grant Program for manufacturers in Bristol.**



### For Lease



#### **178 Main Street**

Contact: O.V. Snow at 860-589-5492

This striking art-deco building features two spaces for lease: a 2,200 square foot space, and a smaller 800 square foot space. This building figures prominently on a lively stretch of Main Street next to several businesses. **Tenants may qualify for the BDA's Downtown/West End Façade Improvement Program.**

#### **421 North Main Street**

Contact: Anthony Casabianca at 646-823-5985

This historic brick building has roughly 2,000 square feet of first floor retail space available. The space includes five designated off-street parking spaces. **Tenants may qualify for the BDA's Downtown/West End Façade Improvement Program.**



## SPECIAL RESTAURANT REAL ESTATE SECTION



### For Sale or Lease

#### **369 North Main Street**

Contact: Jim Stamatopoulos at 860-841-6560

Approximately 1,700 square feet of turnkey restaurant/bar space in the City's downtown district. The building's façade is recently restored, with solid building mechanicals and an efficient kitchen layout. The property can be leased or purchased. **Tenants may qualify for the BDA's Downtown/West End Façade Improvement Program.**



### For Lease



#### **81 North Main Street**

Contact: Joe Granato at 860-250-9764

The former home of Center Pizza, this turnkey restaurant is located across the street from City Hall and adjacent to CVS, Family Dollar, Subway and other businesses on a busy corner. The property is 2,500 square feet, features ample parking, a full basement, and a separate take-out area. **Tenants may qualify for the BDA's Downtown/West End Façade Improvement Program.**

### For Lease

#### **99 Main Street**

Contact: Vance Taylor at 860-482-9695

Approximately 5,000-8,000 square feet is available at the former home of the *Bristol Press*. The unique space boasts an industrial look with huge windows overlooking downtown Bristol. The property sits on a high-traffic corner at the gateway to Memorial Boulevard, with plenty of parking. This space may be perfect for a brewery and/or eatery. **Tenants may qualify for the BDA's Downtown/West End Façade Improvement Program.**



To see more, visit "Available Properties" at [www.bristolct.gov/BDA](http://www.bristolct.gov/BDA)

# Diversity in Bristol's Business Community

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In Bristol, of 4,000 businesses, 300 were considered "minority-owned" in 2007, and that number is growing. These businesses pay taxes, including local property tax and state sales taxes as well as personal income taxes; they provide jobs and increase the economic activity of our community. The entrepreneurship and enthusiasm of the six individuals interviewed for this article is just a sample of the investment in Bristol's future that has been made by these folks. Please visit their businesses and check out their fine products; you'll be impressed. ♦



**Barley Vine on Main Street**

## **Associated Grocery Stores**

15 Memorial Boulevard



## **Barley Vine Gastropub**

182 Main Street

860-589-0239

[www.Barleyvinect.com](http://www.Barleyvinect.com)



## **El Sazón de Mamá**

188 Farmington Avenue

860-584-0000

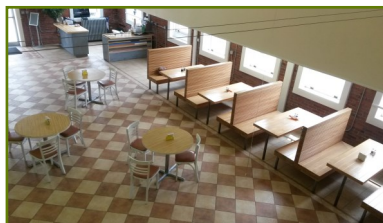
[www.Facebook.com/elsazon2014](http://www.Facebook.com/elsazon2014)



## **Felicidad Café House**

245 Main Street

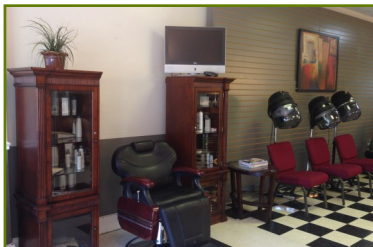
[www.facebook.com/felicidad](http://www.facebook.com/felicidad)



## **Joamar Hair Salon**

175 West Street

860-845-5252



## **Springfield Spring Co.**

24 Dell Manor Drive

860-584-6560

[www.springfieldspring.com](http://www.springfieldspring.com)



## **T Salon**

194 Main Street

860-584-0448

[www.Tsalonhairnails.com](http://www.Tsalonhairnails.com)



## **Bristol Manufacturers: Let the BDA Help Fill Your Job Openings**

**D**oes your company have a manufacturing-related job opening the community should know about? Send your opportunities to the Bristol Development Authority at [bda@bristolct.gov](mailto:bda@bristolct.gov). We'll advertise the openings on our website free of charge.

Just send us contact information for your company and a job description. Remember to contact us when the position is filled so we can remove the listing. It's that easy!

## COMMUNITY DEVELOPMENT CORNER

### SPRING CLEANING SAFETY

By John Neveu

BDA Housing Rehabilitation and Project Specialist



While the first signs of spring are a welcome sight, this time of year also triggers an annual ritual for many homeowners: spring cleaning. While most spring cleaning tasks are relatively straightforward, homeowners should always keep safety as their number-one priority.

- Be careful when removing old paint, as some homes built prior to 1978 may contain lead-based paint. Problems and health issues can arise if lead-based paint is disturbed or is deteriorating, resulting in lead dust or paint chips that can be inhaled and/or ingested. This issue is particularly important for young children who, if exposed to lead paint, may experience developmental issues. Visit [www.EPA.gov](http://www.EPA.gov) for more information regarding lead paint.
- This time of year is when many accidents happen involving the improper use of a ladder. Common accidents include experiencing electrical shock when a ladder comes into contact with power lines or falls due to the placement of a ladder on unstable or uneven ground. Read and follow the manufacturer's safety labels for proper use. More important information about ladder safety can be found at [www.osha.gov](http://www.osha.gov).
- Ice dams and other water issues over the winter may have created new water stains in your home. Don't assume the stains are simply an unsightly annoyance. Rather, care should be taken to examine the area of the stain for mold. If mold is present on a porous surface like wood or sheetrock, the affected area may need to be removed/replaced and the area behind may also need attention. Mold can cause allergic reactions and respiratory issues. To learn more, visit [www.EPA.gov](http://www.EPA.gov).

Spring cleaning may be an ideal time to evaluate the necessity for major home repairs, including a new roof, new heating system, and new windows. Contact the Bristol Development Authority to determine if you qualify for our Residential Rehabilitation Program that can help offset the cost of these and other projects. Please call our office for more program information at 860-584-6185 or visit our department page at [www.bristolct.gov/BDA](http://www.bristolct.gov/BDA). ♦

*John Neveu is the City's Housing Rehabilitation and Project Specialist with the Bristol Development Authority. The City's Housing Rehabilitation Grant Program is available to moderate-income homeowners. **Call John to evaluate your housing rehabilitation needs and to determine grant eligibility. He can be reached at 860-584-6189.***

## MARKETING MINUTE

### Connect Online with Bristol's "Heart"

By Mark Walerysiak



There are lots of great groups working to provide a benefit to our citizens and City, and that "All Heart" passion is surely commendable. In the past, there has not been a source that provides an easy and complete picture of all the events, attractions, and positive stories in our community to enjoy. However, a new, "experience-driven" website for Bristol will soon be online that will help drive users to the information they need about events and activities of interest.

The Bristol Portal will feature an easy-to-use centralized community calendar, list potential experiences you may want to have in town based on your interests, such as family fun, parks and nature, or food and drink, etc. It will also provide a hub for community stories of "All Heart" that you may not otherwise hear. The Portal will be "All Bristol, All Promotion, All the Time."

Our goal is to never hear those deflating words, "there's nothing to do..." ever again. There's plenty to do! And you won't have to look in 55 different places to find out. Instead, we're going to make it easy. Easy to reacquaint yourself with the City again. Easy to espouse the amazing stories occurring on a daily basis that otherwise may not see the light of day. And perhaps most of all, provide an easy way to become a supporting and contributing member of our community. So get pumped and spread the word. The Bristol Portal is coming. #BristolAllHeart ♦

*Mark Walerysiak is Brand & Marketing Manager for the City of Bristol and the Central CT Chambers of Commerce.*



# WHAT CAN THE BDA DO FOR YOU?

## Are You a Bristol Homeowner?

The BDA's Residential Rehabilitation Program provides grants to income-eligible homeowners to help with the cost of major home improvements.

Call John Neveu at 860-584-6189 or 860-584-6185

## Are You a Bristol Commercial Property Owner?

The BDA's Façade Improvement Program provides grants to commercial property owners in the downtown/West End neighborhood to improve building facades.

Call 860-584-6185

## Are You an Experienced Business Owner Looking to Expand?

Let the BDA help you apply for a Mayor's Economic Development Grant and other potential incentives to assist in your expansion or relocation from another community.

Call 860-584-6185

## Are You a Manufacturer or Biotech Company Owner?

The BDA offers several incentives designated for these important industries. Call 860-584-6185 to learn more about possible tax abatements, sizeable grant funding, land available for new construction, and much more!

## Are You a Property Developer?

Call the BDA at 860-584-6185 to learn about a variety of development opportunities and the potential local and State of CT incentives available for developing in Bristol.

## Are You a New Business Owner or Entrepreneur?

StartUP Bristol is a new incentive program designed to attract dynamic entrepreneurs to Bristol.

Call 860-584-6185 to learn more.

